

Fig. 1 (Prior Art)

	Jan		Feb		Mar		Quarter 1	
	actuals	variance	actuals	variance	actuals	variance	actuals	variance
and the	A 45.6	5	4572	101	5.034	1.01	3,846	1.01
SMII Cale	2,130	5 5	9769	1.00	3.051	1.00	8,391	1.00
Sudi)	1 3/10 t	3 g	1.476	66'0	1,629	66.0	4,472	0.99
lose water soap	77.	£ 5	- 38	100	1.427	1.02	3,919	1.02
Olive oil scap	1, 1, 3	. E	1 803	103	1.988	1.03	5,455	1.03
handlom lotion	1,003	2. E	1.803	1.03	1,988	1.03	5,455	1.03
Typodallery, Ionori	CCC,1	8	5 448	1.06	5,998	1.06	16,484	1.06
arnilling a state of the state	3,796	8 5	4 176	109	4,598	1,09	12,625	1.09
United	1 P. 30	8 0	1651	66.0	1,821	66'0	4,998	0.99
Works leives	10C,1	-	2.505	1.16	2.782	1.16	7,626	1.16
Signal	1 157	8	1 273	660	1.405	66'0	3,860	0.99
Hunid	1, 137	8	1,273	0.99	1,405	66.0	3,860	0.99
All products	9.109	<u>.</u>	10,020	1.04	11,027	1.04	30,331	1.04
Consold in								

Fig. 2 (PRIOR ART)

Sales	nel.		Feb		Mar		Quarter 1	
All products	petitale	variance	aetuais	variance	actuals	variance	actuals	variance
Nothoast	4 369	8	4.806	1.02	5,291	1.02	14,551	1.02
Didoemod	1 005	120	2.184	1.04	2,407	2. 2.	6,600	1.9
Nourhille	PG8 +	101	2,008	101	2,212	1.01	6,067	1.01
Avon	560	26.0	616	76.0	683	26'0	1,884	0.97
Michael	00Z V	103	5.214	1.06	5,740	1.06	15,779	1.06
NOW ON THE PROPERTY OF THE PRO	Cha C	**	2006	++	3,200	1.11	8,778	1.11
Niki'e	1 390	8	1.529	1.00	1,687	1.00	4,831	1.00
Book	707	8	778	1.00	860	1.8	2,370	1.00
All companies	9 109	8	10,020	1.04	11,027	1.04	30,331	- 20.

Fig. 3 (Prior Art)

STORE LOOKUP (dimension table)

				-	Sales	282	280	270	265	350	300	220	230	480	450	380	330	313	308	 •	1,159.28	1,230,42						
			able)		Scenario	actuals	plans	actuals	plans	actuals	plans	actuals	plans	actuals	plans	actuals	plans	actuals	plans	 	actuals	plans						
			RASE SALES DATA (fact table)		Prod. id	1	-	2	2	3	3	4	4	S		Γ	9	-	-	 	9	«c	1					
			ALI ES DA		Month id	-	-	-	-	-	-	-	-	-	-	-	-	2	2	 	12	12	٦					
			RASE	1000	Store id	-	-	-	-	_	-	_	_	-		-	-	-	_		Ş	æ						
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pany														1	•					(e)		Prod. Group	skin care	skin care	skincare	furniture	furniture	furniture
Сотралу	B&B	B&B	B&B	B&B	B8B	B&B				ple)								1		sion tab		Prad. type	,		u	9	9	9
Region	Northeast	Northeast	Northeast	Midwest	Midwest	Midwest				sion tal	C		_	-	_	7	y c	7		dimens		Prod	soap	SOBD	lotion	office	office	home
Store	wood			Ş			]			IME LOOKUP (dimension table)	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Monin	Jan	율.	Mar	ĬĠ:	May	Jun		TI OOKIIP (dimension table)	1	Prod. rame	rosewater soap	olive oil soap	hypoaller. lotion	bookshelves	dividers	mattresses
Store ID	_	2	3	4	ur.	,	,			TIME LOC	2	Month ID	_	5	3	4	ı,	9			2011	Prod. ID	-	63	က	4	5	ထ

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235

255 300 280 230

230 240 260

Costs

380 370

375 264 253

Fig. 4 (Prior Art)

1,168.14

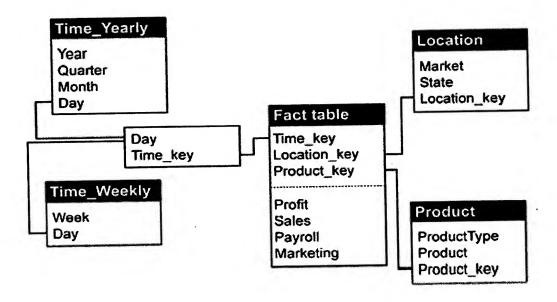


Fig. 5 (Prior art)

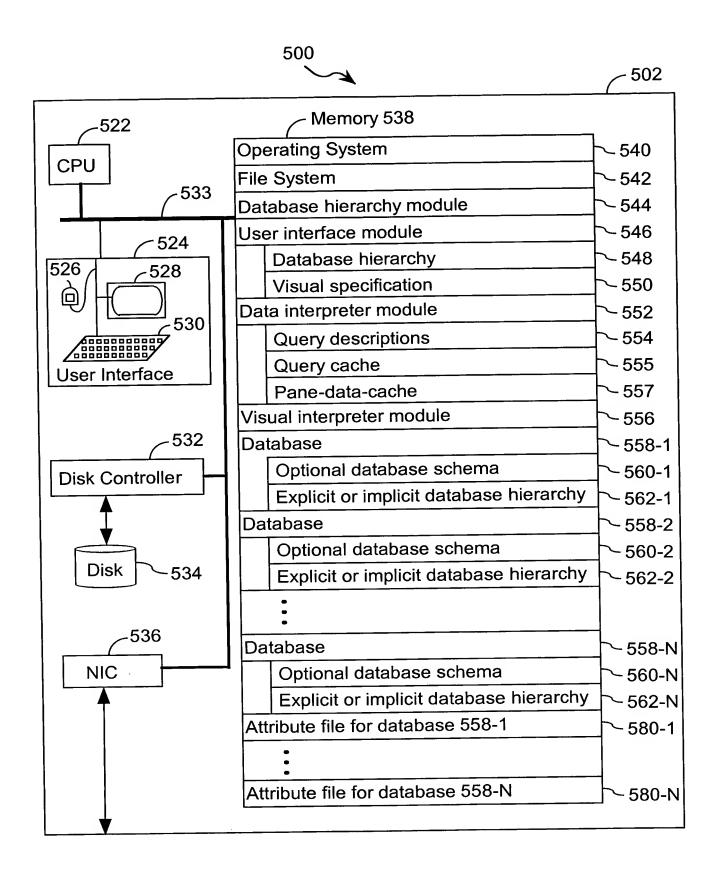
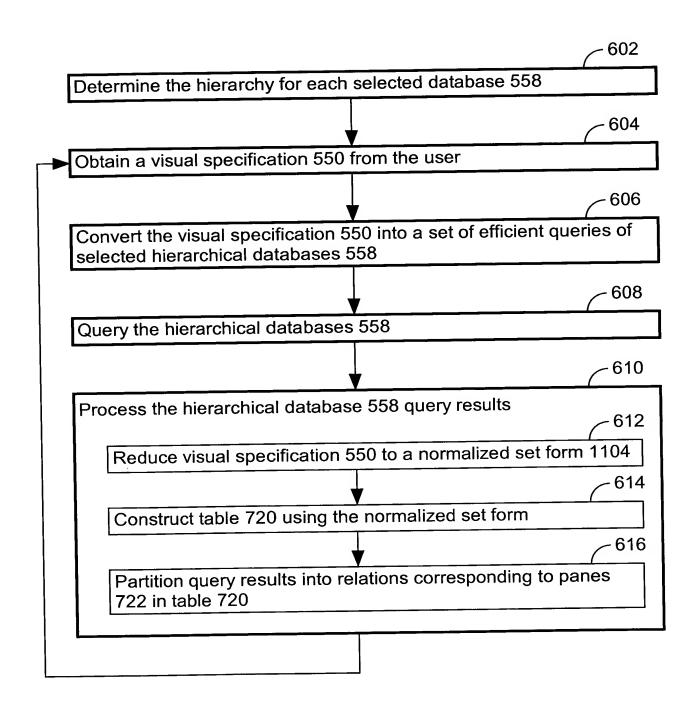


FIG. 6



**FIG. 7** 

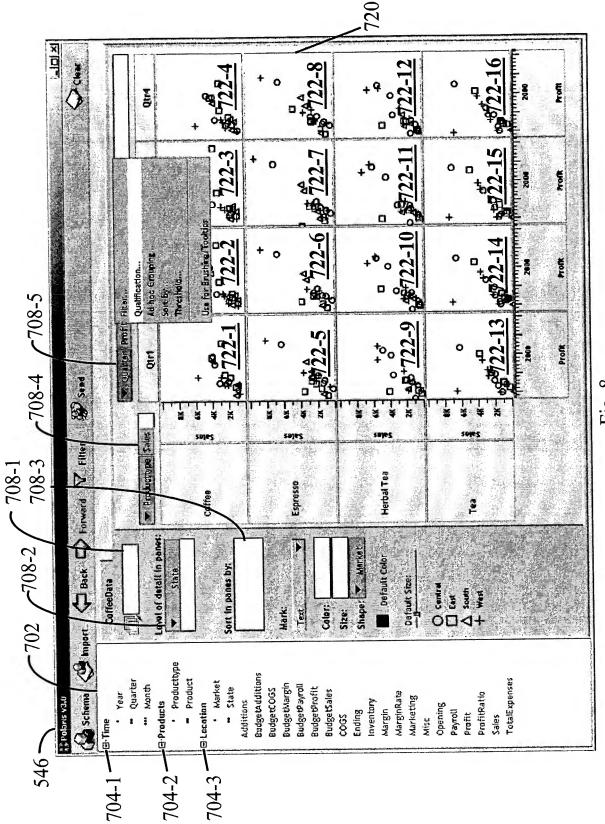


Fig. 8

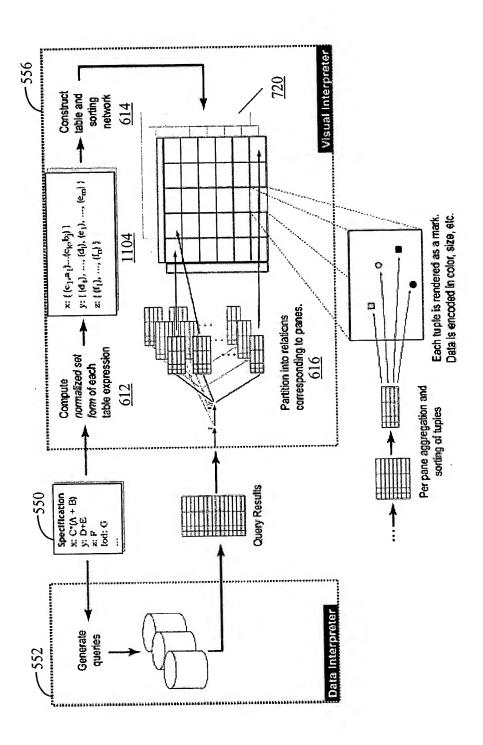
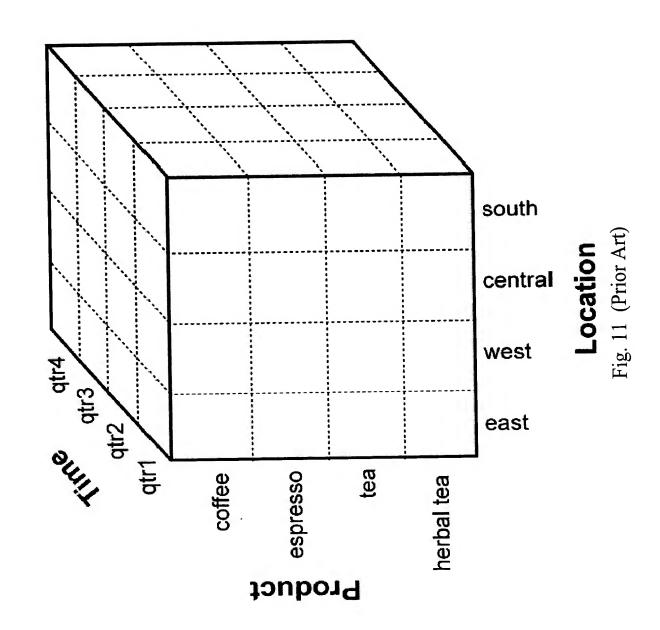
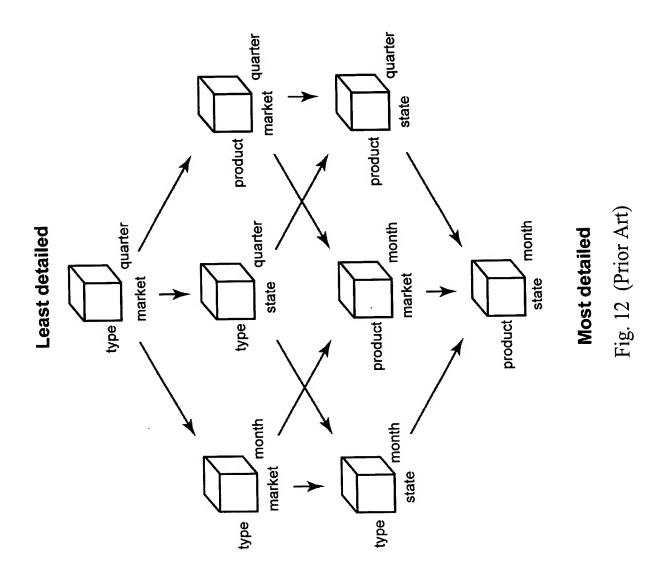
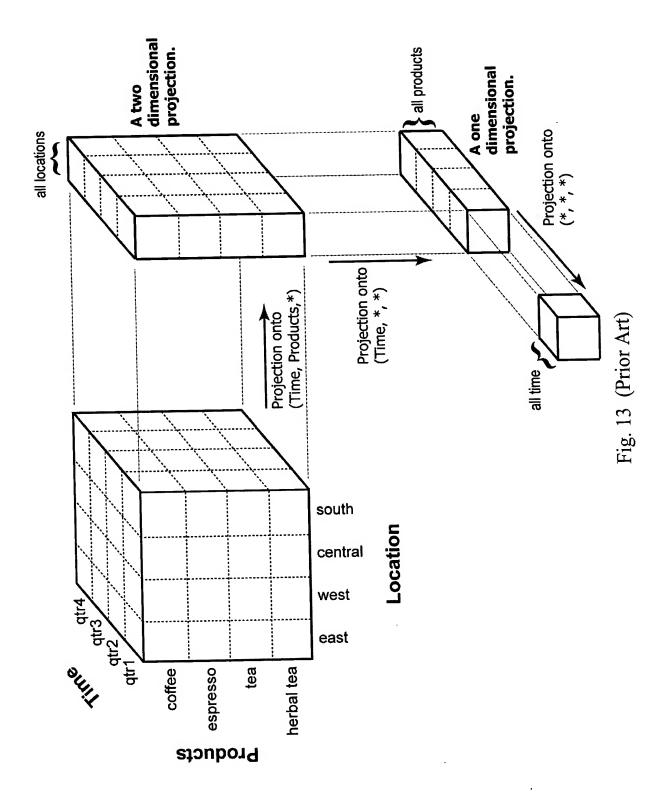


Fig. 9

Fig. 10







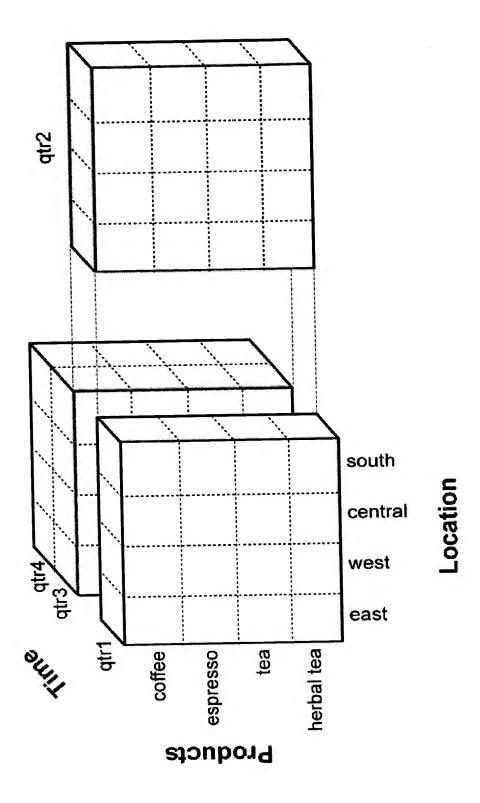


Fig. 14 (Prior Art)

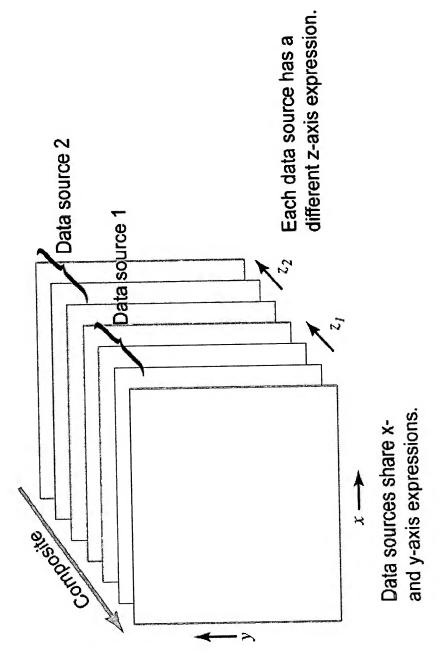


Fig. 15

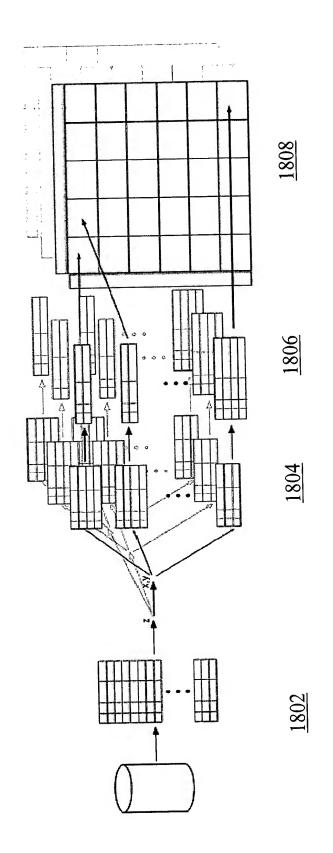


Fig. 16

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n 619,827:10 401,159,00 95,892.00 101,760.00 105,784.00 39,243.00   1 265,97:12 129,680.00 31,412.00 32,449.00 31,746.00 31,746.00 31,746.00 31,746.00 33,653.00 32,197.00 32,659.00   dk a member to drill up or down. 272,272.72 133,255.00 31,746.00 33,653.00 35,197.00 32,659.00	- Market	All Time Total	1998 Total	+ Quarter 1	+ Quarter 2	+ Quarter 3	+ Quarter 4	5
ck a member to drill up or down. 265,047,82 129,660.00 31,746.00 33,056.00 33,754.00 31,754.00 31,754.00 31,754.00 31,754.00 31,756.00 21,355.00 22,956.00 22,956.00 22,956.00 22,756.00 12,735.00 31,746.00 33,653.00 35,197.00 32,639.00 49b	MI ocation	819,827,10	401,159.00	95,892.00	101,760.00	105,282.00	98,225.00	
ck a member to drill up or down. 178,578.20 87,398.00 20,621.00 22,499.00 22,578.00 21,582.00 21,582.00 21,582.00 21,582.00 21,578.00 21,578.00 21,578.00 22,539.00 23,639.00 2	T. Control	265.047.82	129,680.00	31,412.00	33,056.00	33,754.00	31,458.00	
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ck a member to drill up or down. CTP, 272, 772 133,255.00 31,746.00 33,653.00 35,197.00 32,639.00	T COSt	103 928 36	50,846,00	12,113.00	12,602.00	13,355.00	12,776.00	
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Fig. 17 (prior art)

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Fig. 18 (prior art)

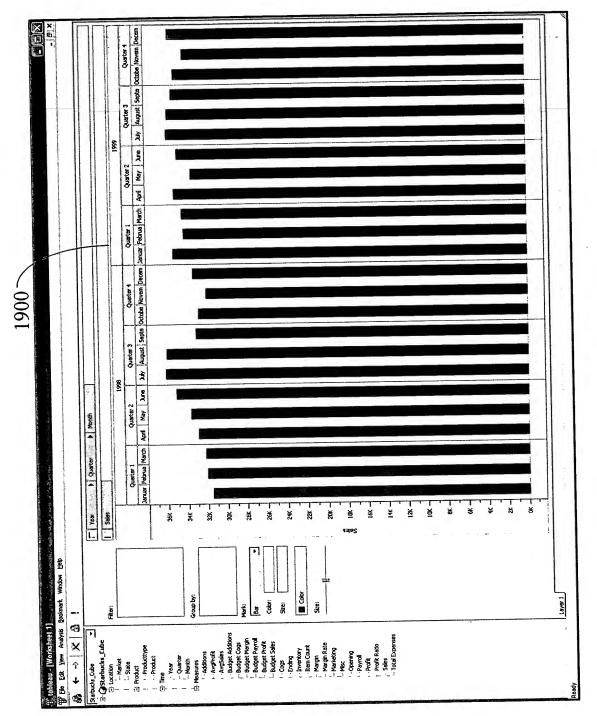


Fig. 19

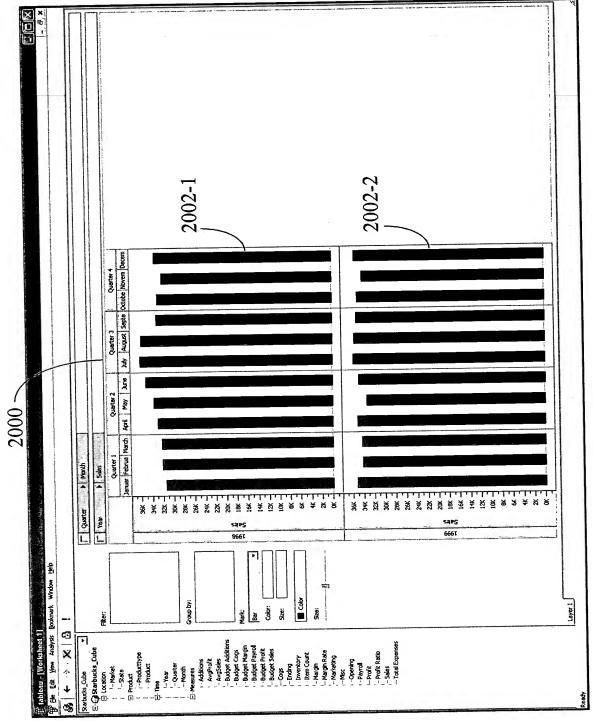
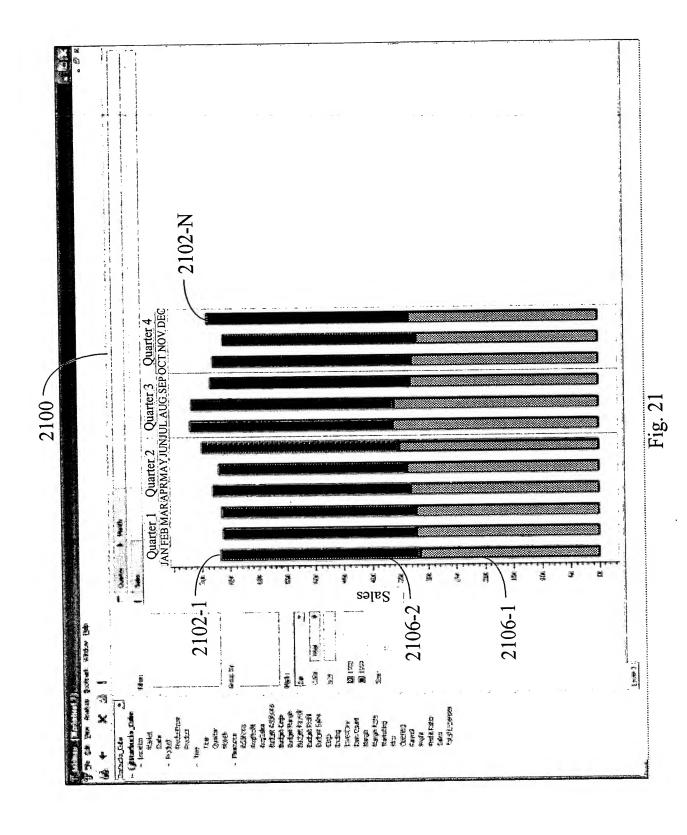


Fig. 20



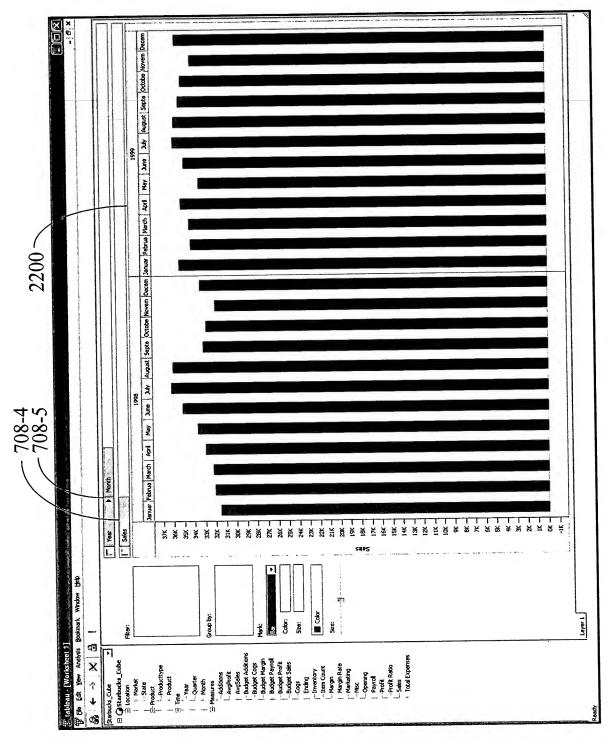


Fig. 22

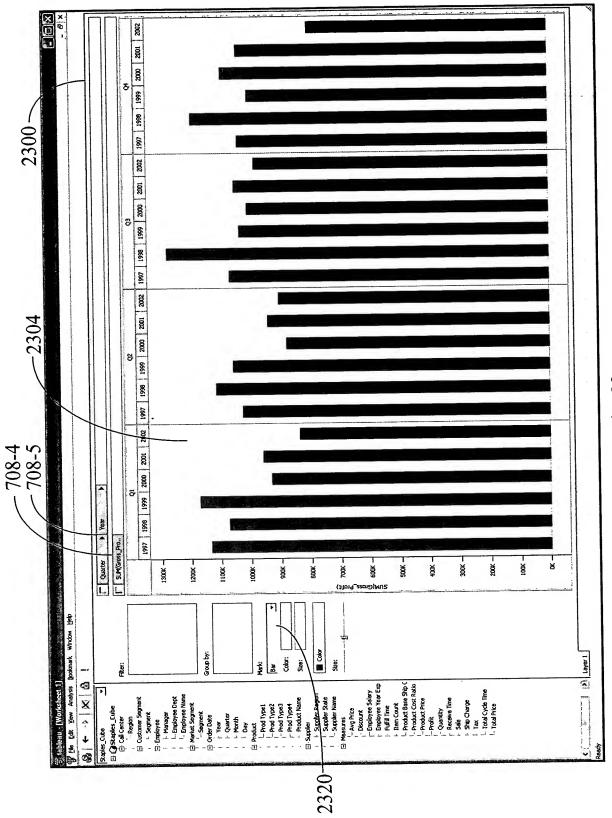


Fig. 23

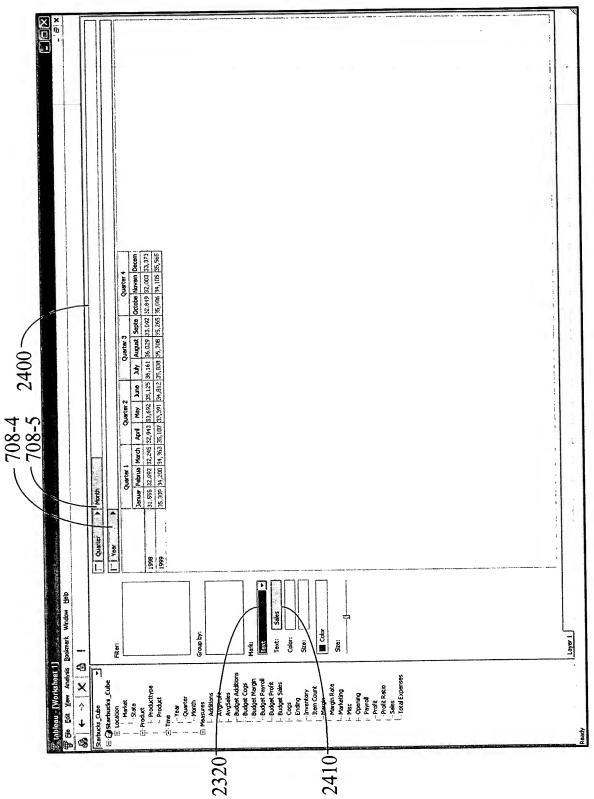


Fig. 24

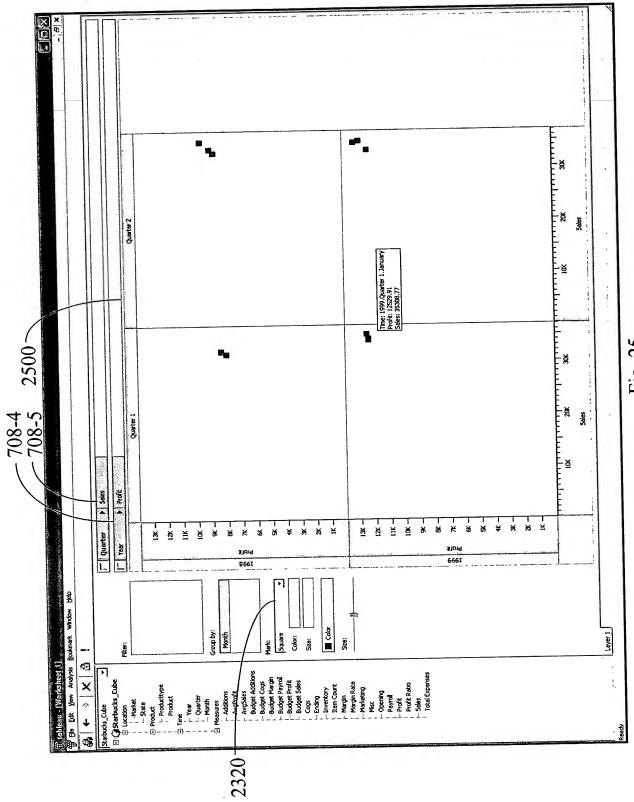


Fig. 25